



Maritime Surveillance International Program Strategy

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Agenda

- **Program Description**
- **Why Go International?**
- **Who Are The Players?**
- **Program Schedule**
- **Notional Program Structure**
 - **Program Principles**
 - **MOU/National Supplement Description**
 - **Country Benefits vs. Levels of Investment**
- **Way Ahead**

Program Description

- Harmonize USN Multi-Mission Maritime Aircraft (MMA) and Broad Area Maritime Surveillance (BAMS) programs for international participation
 - Create International Maritime Surveillance Program modeled on Joint Strike Fighter (JSF)
- Invite selected nations into a partnering relationship
- Establish international agreements to support development, production/support phases
- Encourage partner industrial participation via industry-to-industry arrangements

Why Go International?

- **Leverage the Joint Strike Fighter success/model**
 - Nine international partners in JSF
 - JSF partner nations brought \$4.5B R&D investment to program (13% of overall R&D budget)
 - Risk reduction and program flexibility
 - Funds below the line capabilities
 - Potential production synergy
 - Coalition interoperability via equipment commonality
- **Programmatic stability**
 - Major international programs inherently more 'protected'
 - OSD and political support
 - Schedule and funding more assured

Why Go International? (Cont.)

- **USN already internationally engaged on MMA**
 - Proposed MOU with Australia for both MMA and BAMS cooperation – will now be folded into multilateral effort
 - Germany/Italy – Information briefings and discussions with USN (Joint GE/IT procurement MOU underfunded and in trouble)
 - Japan – Small MOU for systems cooperation and interoperability study
- **Going to international cooperative model coordinates and provides multilateral focus to these bilateral ad hoc efforts**

Who Are the Players?

What Are Their Roles?

- **USN**

- PMA-290 – MMA/BAMS
- PMA-263 – UAV Adjunct
- Navy IPO – MOU development/negotiation, OSD Liaison, International Program coordination

- **Industry**

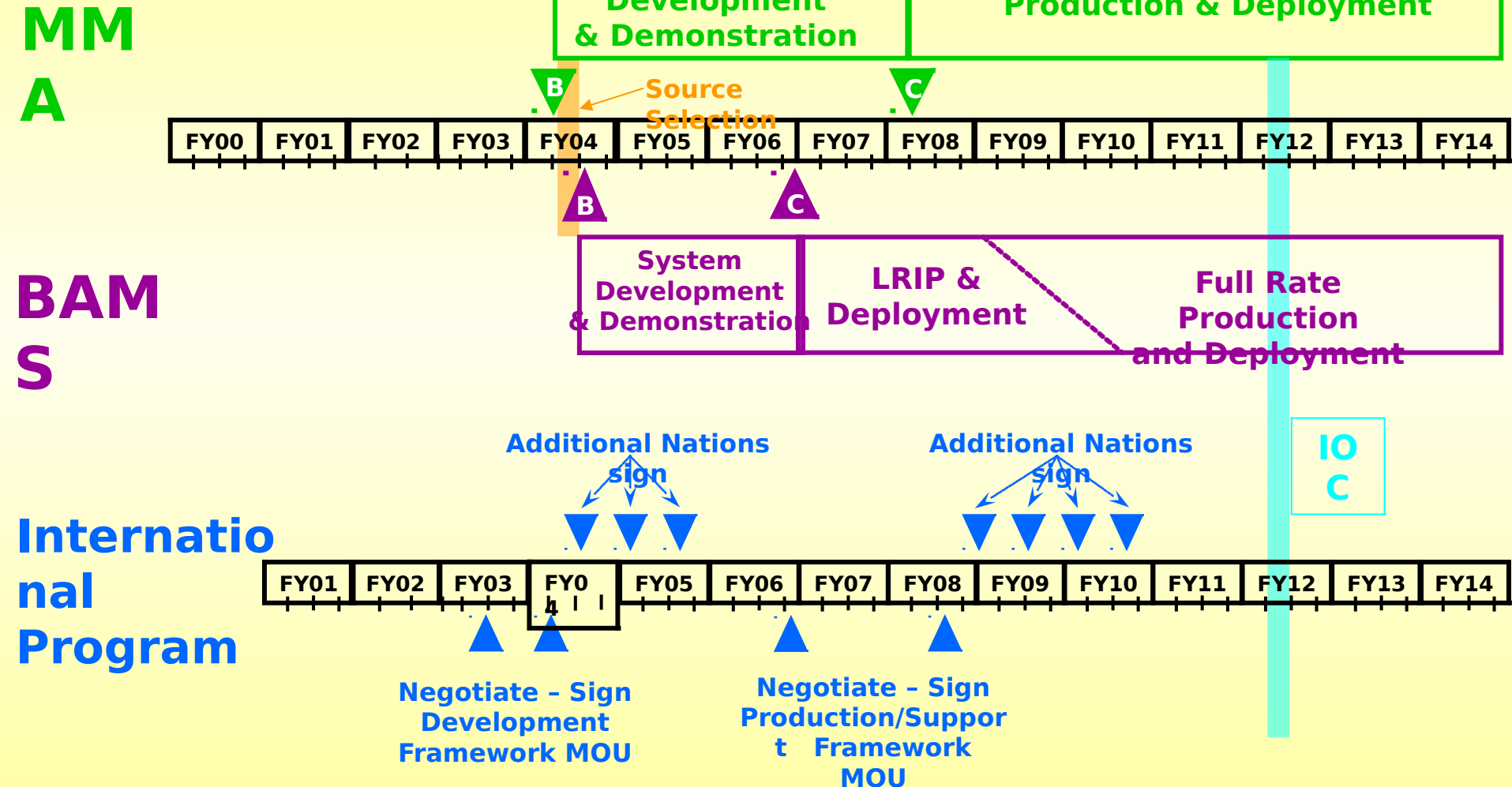
- Bidders on both MMA and BAMS
- Like JSF, will be expected to offer industrial participation to partner nations commensurate with nation's level of participation
- Should be developing 'International Plan'

What Are Their Roles? (Cont.)

Potential International Partners

- **USD (AT&L) sent letter to 10 initial nations inviting participation on 12 Feb 03**
- **Initial list of nations developed by NAVAIR, Navy IPO, and OSD**
 - Australia (Lead partner), Canada, Italy, Germany, Spain, Portugal, Norway, Netherlands, South Korea, Japan
- **Initial list based on**
 - Expressed interest in MMA or BAMS, or
 - Current P-3 usage, or
 - Known MPA requirement, or
 - Good alliance partners

Program Schedule



"There will be no impact on MMA or BAMS acquisition schedules" RADM

Don Newsome 30 Jan 03

Notional Program Structure Principles

- **Multilateral Framework MOU for each phase**
 - Development, production/support
 - Signed by all nations
 - Covers broad scope, management, and rules of information sharing
- **National supplements**
 - Bilateral
 - Covers specific country interest and focus area(s), financial and non-financial contributions
- **Allows deeper participation in up to 4 'Focus' areas**
 - MMA Airframe, MMA Systems, BAMS/UAV Airframe, BAMS/UAV Systems

Notional Program Structure Principles (Cont.)

- **Full disclosure of information for all participants**
- **Information use limited by level of participation (based on financial contribution) and focus area**
- **Regardless of investment level, 30% of nations' contribution goes to overall project efforts**
- **National industrial participation negotiated and managed by U.S. Prime Contractors separate from government-to-government efforts**
- **Nations not participating in development must buy into cooperative production**

Notional Program Structure

MOU/National Supplement Description

Framework MOU

- **Signed by all participating nations**
- **Allows exchange of information between nations**
- **Contains:**
 - Description of four 'Focus' areas
 - Definitions of various levels of information
 - Disclosure and use
 - Management structure
 - 'Boilerplate' issues (e.g. security, visits, etc.)
- **Although multilateral, intention is to negotiate bilaterally**

Notional Program Structure

MOU/National Supplement Description

(CONT.)

National Supplements

- **Signed by U.S. and individual partners**
- **Defines:**
 - Focus areas
 - Financial commitments (Both U.S. and nation, financial and non-financial)
 - Level of information use - Dependent on level of participation and focus areas
 - Number, type, and function of Cooperative Project Personnel (CPP's)
- **Negotiated bilaterally**

Notional Program Structure

Cooperation Benefits Vs. Level Of Investment

- **Level I** \approx 10% of MMA/BAMS SDD budgets
 - Full use (defense purposes) of information for appropriate focus area
 - Up to five CPP's in either Joint Project Office (JPO) or appropriate field or industry facilities
 - 'Voting' seat on steering committee, configuration control board (CCB), all IPT's
 - Full levy on Third Party sales or cooperative production

Notional Program Structure

Cooperation Benefits vs. Level of Investment (Cont.)

- **Level II** \approx 5% of MMA/BAMS SDD budgets
 - Limited uses (project purposes) of information for appropriate focus areas
 - Up to three CPP's in JPO
 - Participation in steering committee, CCB, IPT's
 - Levy on Third Party sales or cooperative production (1/2 of Level I levy)
- **Level III** \approx 1.5% of MMA/BAMS SDD budgets
 - Very limited use of information (information and evaluation)
 - One representative in JPO
 - Observation of CCB and IPT's on case-by-case basis
 - No levy benefits on Third Party sales/production

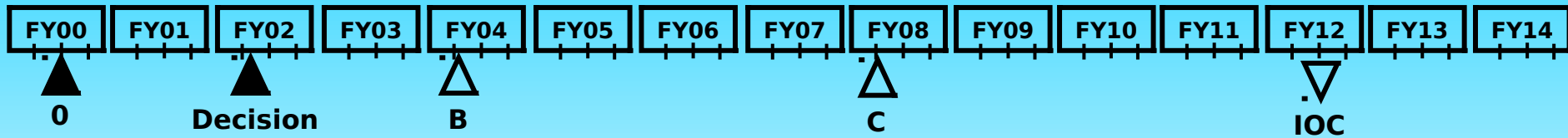
Way Ahead

- **Conduct 'Road Show' to potential partners beginning June 2003**
- **Continue discussions and information exchange with all potential partners**
- **Develop MOU and begin negotiations with Australia**
 - Looking for signature with Australia Spring '04
- **Bring in other partners soon after**

Questions?

Maritime Surveillance International Program Back Ups

MMA Acquisition Approach & Status



FY02-FY04

Component Advanced Development (CAD)

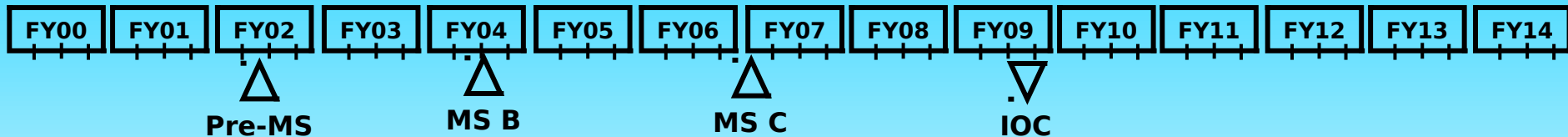
- Multiple contracts awarded for MMA system

- Define the MMA system architecture for each alternative concept
- Identify Total Ownership Cost (TOC) of MMA alternative concepts
- Refine system requirements and support Operational Requirements Document (ORD) validation process
- Unmanned Aerial Vehicle (UAV) interoperability requirements



BAMS UAV Acquisition

Approach & Status



FY04-FY09

System Design and Development (SDD)

- Enter Program at MS B
- Pre-Milestone Activities underway include CONOPS Development, Analysis of Alternatives, Operational Requirements Document (ORD) Prep
- Competitive Procurement for BAMS UAV System
- SDD Phase Includes Design, Integration and Testing a BAMS UAV System
- Procure LRIP systems for OPEVAL, 19



Others?
New Start?

International Programs

POA&M

- **Brief CoC Feb 03**
- **Promulgate OUSD Ltr Feb 03**
- **German working level discussion (BAMS) Feb 03**
- **Avalon Airshow (Australia) 10-14 Feb 03**
- **Japan S&TF 19 Feb 03**
- **Australia working level discussions 24-26 Feb 03**
- **Begin SSOL's for MOU Feb 03**
- **IT Bilateral Discussions Mar 03**
- **Japan working level discussions 11-13 Mar 03**
- **'Road Show' to potential partners June 03**
- **Conclude multi-lateral MOU Mar 04**
- **Conclude first bi-lateral MOU Apr 04**

MOU Process

